



OCTOBER 24-26, 2006  
GRAND VILLA ARGENTINA  
DUBROVNIK, CROATIA



12<sup>TH</sup>  
ANNUAL

U.S./CENTRAL EUROPE/EURASIA  
AIRPORT ISSUES CONFERENCE

U.S. EMBASSY - CROATIA  
DUBROVNIK AIRPORT  
U.S. TRADE AND DEVELOPMENT AGENCY  
TEAM U.S. COMMERCIAL SERVICE  
U.S. DEPARTMENT OF COMMERCE  
U.S. FEDERAL AVIATION ADMINISTRATION  
LUFTHANSA AIRLINES  
CROATIA AIRLINES  
AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES  
INTERNATIONAL ASSOCIATION OF AIRPORT EXECUTIVES

# 12th Annual U.S./Central Europe/Eurasia Airport Issues Conference

October 24-26, 2006  
Grand Villa Argentina  
Dubrovnik, Croatia

The American Association of Airport Executives (AAAE), International Association of Airport Executives (IAAE), and the Dubrovnik Airport are pleased to present the 12th Annual U.S./Central Europe/Eurasia Airport Issues Conference, October 24-26, 2006, at the Grand Villa Argentina, Dubrovnik, Croatia. This meeting, an official part of the U.S. Department of Commerce's Showcase Europe schedule, is co-sponsored by the U.S. Embassy-Croatia, Dubrovnik Airport, U.S. Trade and Development Agency, Team U.S. Commercial Service, U.S. Department of Commerce, U.S. Federal Aviation Administration, Lufthansa Airlines and Croatia Airlines.

The purpose of this program is to promote the exporting of aviation/airport-related U.S. products and services by providing direct contacts and meaningful dialogue between aviation-related companies and key airport/aviation officials in the region. Equally important, the workshop will offer important and valuable networking opportunities for U.S., Central Europe, Baltic region, Russia and Eurasian airport and aviation officials to discuss and debate management and operational challenges facing the airport management profession.

## WHO SHOULD ATTEND?

A number of senior airport officials from the U.S. and Central Europe, the Baltic region, Russia and Eurasia countries will attend the workshop. As such, the meeting will provide a unique networking forum for airport/aviation executives throughout the region to discuss and debate critical and timely challenges facing the airport management industry. Airport officials also will have the chance to interface with key government representatives from the U.S. and Europe on important airport regulatory and economic issues.

In addition, this event is designed to provide business executives with an edge in developing meaningful working relationships in the growing region.

Key officials from the U.S. Federal Aviation Administration and the U.S. trade promotion team—representing the U.S. Trade and Development Agency, the U.S. Department of Commerce, and the Commercial Service Offices from U.S. embassies throughout the region—will address the working sessions of the meeting.

Delegate registration fee for airport officials is \$510 (USD). Delegate registration fee for corporate representatives is \$1,500 (USD) per person. Corporate sponsors receive complimentary registrations based on level of sponsorship.



For details on special registration fee discounts for regional airport participants, contact Spencer Dickerson of the AAAE/IAAE staff in the U.S. at 703.824.0500 ext. 130, or e-mail [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org), or fax in the U.S. at 703.820.1395 or George Paldi of AAAE/IAAE in Budapest at +36209427005 or e-mail [rhc.george@axelero.hu](mailto:rhc.george@axelero.hu).





## WHAT SUBJECTS WILL BE ADDRESSED DURING THE CONFERENCE?

The conference will cover such timely and diverse topics as European, Russian and U.S. airport challenges; airport strategic development trends in the region, airport security and airfield safety initiatives in Central Europe, Russia, Baltic Region and the U.S.; regional airport projects including airport expansion, modernization and air cargo expansion; airport security; revenue development at airports, and airport community public relations and environmental issues.

Speakers will include prominent airport directors from the U.S. and Central Europe, high-ranking government officials, leading industry consultants and aviation corporate executives.

## BUSINESS OPPORTUNITIES AT THE CONFERENCE

Special invitations will be extended to Central Europe, Russia, Baltic and Eurasia airport/aviation officials by the U.S. Commercial Service Offices from U.S. embassies in the region to attend this workshop. As a result, corporate officials will have a great opportunity to visit with the key executives leading the airport development programs in this part of the world. Companies can sign up for a display table in the trade show area that will provide their firm with a special opportunity to visit with airport/aviation delegates about their specific products and services. The conference and exposition will allow companies to:

- meet privately with top aviation/airport officials from the region.
- learn the details of these export opportunities, and
- learn how to tap government resources to gain a competitive edge in the Central European/Baltic/Russian/Eurasia countries' airport industry

## U.S. TRADE AND DEVELOPMENT AGENCY AIRPORT PROJECT BRIEFING BOOK

As a special feature of the 2006 Dubrovnik Conference, the U.S. Trade and Development Agency (USTDA) will participate to promote U.S. equipment and supplier's involvement in the regional by highlighting actual airport projects. USTDA and AAAE/IAAE will combine efforts to present a strong conference that will deliver ample opportunities for U.S. companies, while informing the aviation business community and project sponsors of challenges in the aviation industry. USTDA is sponsoring the preparation of a comprehensive Airport Project Briefing Book to highlight over fifteen (15) regional airport projects from the countries of Bosnia, Bulgaria, Croatia, Poland, Romania, Russia, and Ukraine. Projects profiled in the Briefing Book include detailed information on facility modernization and/or expansion, project implementation schedule, key project contacts, and other relevant project information. Airport projects profiled will include landside, airside, cargo and other support facility developments at numerous regional airports. The briefing book will contain project descriptions, project sponsor's capabilities and commitment; implementation financing, U.S. export potential, foreign competition and market entry issues and host country development impacts.

## AIRPORT DELEGATE FEES

Airport delegate registration fee of \$510 (USD) per person covers attendance at all business sessions, two luncheons, two evening events, coffee breaks and speaker handouts.



## TRADE SHOW BENEFITS AND FEES

Each trade show participant will receive:

1. one complimentary registration for the workshop;
2. a directory of airport/aviation representatives;
3. private one-on-one meetings on Wednesday afternoon, October 25, between company representatives and regional airport/aviation officials;
4. a description of the company in the trade show listing in the program, and
5. U.S. Trade and Development Agency Airport Project Briefing Book
6. briefing papers on airport and aviation activities prepared by the senior commercial service officers of U.S. embassies in the region.

Trade Show Fee—\$2,800 (USD)

Additional Exhibitor Personnel—\$390 (USD)

## SPONSORSHIP BENEFITS AND FEES

In addition to the benefits available to trade show participants, sponsors will receive (1) priority for speaking opportunities during the conference sessions; (2) priority for sponsorship of an event; (3) additional complimentary registrations based on their sponsorship level, and (4) verbal and written recognition of their financial support at the workshop.

Sponsorship Fees—\$3,500 to \$6,000 (USD)

Trade show space and sponsorship opportunities are limited, so be sure to respond early.

For further information on sponsorship, please contact Spencer Dickerson of the AAAE/IAAE staff in the U.S. at (703) 824-0500, Ext. 130, or fax your request to (703) 820-1395, or e-mail [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org).

Remember, if your company is unable to exhibit in the trade show or provide sponsorship, you still may attend as a delegate for \$1,500 (USD) per person. Delegate registration covers attendance at all business sessions, two luncheons, two evening events, coffee breaks and speaker handouts, and a copy of the USTDA regional airport project briefing book.

For further information  
on Croatia, check out  
these websites:

[www.visit-croatia.co.uk](http://www.visit-croatia.co.uk)

<http://zagreb.usembassy.gov>

<http://croatia.hr>



## HOTEL AND TRAVEL INFORMATION

### To Make Hotel Reservations

A block of rooms is being held at the Grand Villa Argentina Dubrovnik, Croatia. Special room rates are 150 Euro/single, 180/Euro double (approximately \$190/\$230 USD single/double) and includes daily breakfast and local taxes. The hotel address is:

Grand Villa Argentina  
Frana Supila 14,  
20000 Dubrovnik, Croatia

Tel: +385 20 440-555

Fax: +385 20 432-524

[www.gva.hr](http://www.gva.hr)

To make your reservations,  
call +385 20 440 552,  
fax +385 20 432 524 or  
e-mail Ivor Vlasic at [Ivor.vlasic@gva.hr](mailto:Ivor.vlasic@gva.hr).

Be sure to identify yourself as part of the **AAAE/IAAE Airport Conference** to receive the special conference rate.

### Ground Transportation

Taxis are available at the Dubrovnik Airport to take you to the Grand Villa Argentina. The hotel is about 30 minutes away from the airport and the cost of a taxi is approximately 30 Euros.

### Passport/Visa Information

A valid passport is required for U.S. citizens traveling to the Embassy of the Republic of Croatia. Travelers may be required to show their return ticket and proof that they will be attending the conference. For further information, U.S. citizens and residents should contact the Embassy of the Republic of Croatia at 2343 Massachusetts Ave., NW, Washington, DC 20008, phone (202) 588-5899, or visit <http://croatiaemb.org/>. Citizens from other nations should check with their local Croatia consulate for passport or visa requirements.





CONFERENCE/SPONSORSHIP/REGISTRATION FORM  
TWELFTH ANNUAL U.S./CENTRAL EUROPE AIRPORT ISSUES CONFERENCE  
OCTOBER 24-26, 2006 • DUBROVNIK, CROATIA • MEETING #061009

AAAE Member # (if applicable) \_\_\_\_\_ E-Mail address \_\_\_\_\_  
First name (nickname) for badge \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Airport/Company \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip/Country \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Spouse/Guest (if applicable) \_\_\_\_\_

**Trade Show Fee Includes:**

- one delegate registration
- one draped table (6 foot by 6 foot)
- U.S. Trade and Development Agency regional airport project briefing book
- listing and company description in the conference program
- detailed reports on economic and airport/aviation business opportunities in the region

**Sponsorship Fee Includes:**

- trade show benefits listed above
- additional registrations based on sponsorship level
- verbal and written recognition at the workshop
- priority for speaking opportunities on the program

Registrations and cancellations must be submitted in writing. Refund requests received by October 13, 2006, are subject to a \$195 service fee for delegate registrations and a \$750 service fee for exhibits; Substitutions will be accepted without penalties; no-shows will be billed. There are no refunds after October 13, 2006.

Please indicate type of registration by checking the appropriate boxes below.

**Registration Fees:**

1. ☐ **Airport Delegate Registration \$510 USD per person**  
*(For discounted fees for Central Europe/Russia/Baltic/Eurasia participants, contact Spencer Dickerson of AAAE in the U.S. at 703.824.0500 ext. 130 or email at [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org))*
2. ☐ **Corporate Delegate Registration \$1,500 USD per person**
3. ☐ **Trade Show Fee \$2,800 USD.** Includes one complimentary registration and other benefits listed above.  
*(Contact Spencer Dickerson, AAAE, in the U.S. at (703) 824-0500, Ext. 130, or e-mail [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org).)*
  - ☐ **Additional booth personnel (attach list) \$390 USD**  
Please attach a 25-word description of your company's product or service to be included in the official conference program.  
Signature of representative of exhibiting company: \_\_\_\_\_

4. ☐ **Conference Sponsorship**  
*(For sponsorship details, contact Spencer Dickerson, AAAE, in the U.S. at (703) 824-0500, Ext. 130, e-mail [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org))*  
Recognition as sponsor \$3,500-\$6,000 USD (depending upon event); includes additional complimentary registrations based on sponsorship level (see above for benefits.)
5. ☐ **Spouse/Guest Registration \$150 USD**

**Method of Payment:** (please check applicable box)

(For electronic or wire transfer information, please contact Steve Girona, AAAE, in the U.S. at (703) 824-0500, Ext. 147, or e-mail [steve.girona@airportnet.org](mailto:steve.girona@airportnet.org))

☐ Attached is my check made payable to AAAE (in U.S. dollars drawn on a U.S. bank)

☐ P.O. Number \_\_\_\_\_

☐ Upon receipt of this form, please charge my (check one)

☐ American Express

☐ MasterCard

☐ Visa

Name (as it appears on card) \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature (of cardholder) \_\_\_\_\_

Return form to: AAAE • 601 Madison Street, Suite 400, Alexandria, VA 22314 USA • Fax to (703) 820-1395

**REGISTER ON-LINE! [www.aaae.org/meetings](http://www.aaae.org/meetings)**



# TENTATIVE WORKSHOP AGENDA

(subject to change)

## TUESDAY, OCTOBER 24

18:00-18:30 Workshop Registration

18:30-20:00 Opening Reception

## WEDNESDAY, OCTOBER 25

8:00-8:45 Coffee in the Trade Show Area

8:45-9:15 Welcome and Workshop Overview

9:15-9:45 SESSION I: Opening Panel -  
Global Airport Challenges

9:45-10:15 Coffee Break in the Trade Show Area

10:15-12:30 SESSION II: Key Regional  
Airport Projects- Airport Expansion,  
Modernization and  
Air Cargo Expansion- Part I

12:30-13:30 Luncheon  
*Sponsored by Split Airport*

13:30-14:45 SESSION III: Key Regional  
Airport Projects- Airport Expansion,  
Modernization and  
Air Cargo Expansion- Part II

14:45-17:30 One-on-One Conferences between  
Corporate Representatives,  
Regional Airport Officials and  
U.S. Commercial Service Officers

18:45-21:30 Official Conference Dinner  
at Fort Revelin  
*Sponsored by Dubrovnik Airport*

## THURSDAY, OCTOBER 26

8:00-9:00 Coffee in the Trade Show Area

9:00-9:45 Airport Strategic Development  
Trends in the Region

9:45-10:45 SESSION IV: Maximizing Airport  
Revenues in the Region - Part I

- Concession/Management  
Contracts to Improve Airport  
Financial Standing
- Airport Pricing Policies
- Ground Handling Activities
- Airport Terminal Concessions  
Development
- Industrial Park/Non-  
Aeronautical Land Development

10:45-11:15 Coffee Break in the Trade Show Area

11:15-12:30 SESSION V: Maximizing Airport  
Revenues in the Region - Part II

12:30-14:00 Luncheon  
*Sponsored by Zagreb Airport*

14:00-15:30 SESSION VI: Airport  
Safety/Security Initiatives in  
Central Europe, Russia, Baltic  
Region and the U.S.

15:30-16:30 SESSION VII: Airport  
Public Relations/Environmental  
Case Studies - Building Stronger  
Community Relationships

16:30-17:00 SESSION VIII: Open Discussion

17:00 Workshop Adjournment

## FRIDAY, OCTOBER 27

8:30-10:30 International Association of Airport  
Executives Board of Directors Meeting

**For further program information, contact Spencer Dickerson  
at the AAAE office in the United States at:  
Phone (703) 824-0500, Ext. 130, Fax (703) 820-1395,  
or e-mail [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org)**



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